

Financial Statements

North Simcoe Community Futures Development Corporation

March 31, 2019

NORTH SIMCOE COMMUNITY FUTURES DEVELOPMENT CORPORATION Index to Financial Statements

Year ended March 31, 2019

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Independent auditor's report

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To the Board of Directors of North Simcoe Community Futures Development Corporation

Qualified Opinion

We have audited the financial statements of North Simcoe Community Futures Development Corporation ("the Organization"), which comprise the statement of financial position as at March 31, 2019, and the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of North Simcoe Community Futures Development Corporation as at March 31, 2019, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Organization in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Organization's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due
 to fraud or error, design and perform audit procedures responsive to those risks, and obtain
 audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of
 not detecting a material misstatement resulting from fraud is higher than for one resulting from
 error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the
 override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit
 procedures that are appropriate in the circumstances, but not for the purpose of expressing an
 opinion on the effectiveness of the Organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including
 the disclosures, and whether the financial statements represent the underlying transactions and
 events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Other matters

The financial statements of North Simcoe Community Futures Development Corporation for the year ended March 31, 2018, were audited by Sedgwick Post & Hogg LLP Chartered Professional Accountants who expressed an unmodified opinion on those statements on June 12, 2018. The partners and staff of Sedgwick Post & Hogg LLP Chartered Professional Accountants joined Grant Thornton LLP subsequent to June 12, 2018.

Grant Thornton LLP

Midland, Canada June 11, 2019 Chartered Professional Accountants Licensed Public Accountants

Grant Thornton LLP

Statement of Financial Position

March 31, 2019, with comparative figures for 2018

	G	eneral		Board	Pi	rojects	sss	Investment	2019	2018	
1		Fund		Fund		Fund	 Fund	Fund	Total	Total	
Current assets											
Cash	\$	-	\$	52,977	\$	3,613	\$ -	\$ -	\$ 56,590	\$ 65,164	
Accounts receivable		14,312	·	-	•	_	_	-	14,312	36,200	
Prepaid expenses		3,583		_		_	-	_	3,583	6,640	
		17,895		52,977		3,613	 _	-	74,485	108,004	
Capital assets (note 3)		2,742		-		328	1,946	-	5,016	7,513	
D4-1-4-1							 				
Restricted assets Cash							44.022	700 004	040.000	4 074 040	
Accrued interest receivable		-		-		-	44,932	768,301	813,233	1,071,316	
		-		-		_	20.000	31,411	31,411	18,938	
Accounts receivable		-		-		-	30,600	0.404.040	30,600	14,230	
Loans receivable (note 4)							 	3,461,910	3,461,910	3,163,110	
		-		-		-	75,532	4,261,622	4,337,154	4,267,594	
	\$	20,637	\$	52,977	\$	3,941	\$ 77,478	\$ 4,261,622	\$ 4,416,655	\$ 4,383,111	
Current liabilities											
Bank overdraft	\$	3,568	\$	_	\$	_	_	\$ -	\$ 3,568	\$ -	
Accounts payable and	Ψ	0,000	•	-	Ψ		_	Ψ _	Ψ 5,550	· -	
accrued liabilities		14.880		938		_	4,307	_	20,125	48,058	
Deferred revenue		- 1,000		-		668	55,148	_	55,816	73.809	
		18,448		938		668	 59,455	-	79,509	121,867	····
		· · · · · · · · · · · · · · · · · · ·					 ······································				
Deferred capital											
contributions (note 6)		2,189				328	 1,946	_	4,463	6,591	
Fund balances											
Restricted		_		-		_	16,077	4,261,622	4,277,699	4,184,316	
Unrestricted		-		52,039		2,945	-		54,984	70.337	
		-		52,039		2,945	 16,077	4,261,622	4,332,683	4,254,653	
	\$	20,637	\$	52,977	\$	3,941	\$ 77,478	\$ 4,261,622	\$ 4,416,655	\$ 4,383,111	

The Auditor's opinion and notes to financial statements form an integral part of this report.

Approved on behalf of the Board:

| Director | Director |

Statement of Operations and Changes in Fund Balances

Year ended March 31, 2019, with comparative figures for 2018

	General	Board	Projects	SSS	Investment	2019	2018	
	Fund	Fund	Fund	Fund	Fund	Total	Total	
Revenue								
Government contributions								
(note 5)	\$ 276,985	\$ -	\$ -	\$ 159,548	\$ -	\$ 436,533	\$ 374,486	
Amortization of deferred	Ψ 2.0,000	Ψ	Ψ	φ 155,546	Ψ -	φ 430,333	φ 3/4,400	
capital contributions (note 6)	698	_	651	779		2,128	3.474	
Investment income	618	466	-	423	8,252	9,759	5,840	
Projects	010	400	7,019	423	0,232	7,019		
Other income (note 7)	22,766		7,013	-	-		7,204	
Loans recovered	22,700	-	-	-	-	22,766	22,095	
Loan interest income	-	-	-	-	224 447	224 447	1,149	
Eddi interest income	204.007	400	7.070	100 750	231,447	231,447	231,322	
	301,067	466	7,670	160,750	239,699	709,652	645,570	
Expenses (see attached sche Amortization of capital assets	•		054	770				
	1,067	-	651	779	-	2,497	3,843	
Provision for doubtful loans								
(note 4)	-	-	-		132,355	132,355	235,673	
Salaries & benefits	245,598	-	_	118,645	-	364,243	335,256	
Occupancy & equipment	45,837	-	-	571	-	46,408	48,150	
Director & community								
meetings expense	4,128	-	-	183	-	4,311	2,194	
Loan management	4,086	-	-	-	1,659	5,745	4,478	
Community development	17,561	-	5,478	15,739	_	38,778	27,288	
Administration	21,350	-	-	15,900	35	37,285	34,997	
	339,627		6,129	151,817	134,049	631,622	691,879	
Revenue (deficiency) over ex for the year	penses (38,560)	466	1,541	8,933	105,650	78,030	(46,309)	W11
Fund Balances								
Beginning of year	-	68,933	1,404	7,144	4,177,172	4,254,653	4,300,962	
Use of surplus funds:								
Transfer of surplus	17,360	(17,360)	_	-	_	_	*	
SIFT Transfer (note 8)	21,200	-	_	_	(21,200)	_	_	
	38,560	(17,360)	_	_	(21,200)	_	_	

The Auditor's opinion and notes to financial statements form an integral part of this report.

Statement of Cash Flows

Year ended March 31, 2019, with comparative figures for 2018

	General Fund	Board Fund		jects Fund		SSS Fund	lnv	estment Fund		2019 Total		2018 Total	
Cash provided by (used in) Operating activities					***************************************						****		
Revenue (deficiency) over exp for the vear	enses \$ (38,560) \$	§ 466	\$	1.541	\$	8,933	\$	105,650	\$	78,030	\$	(46,309)	
Add - amortization - amortization of deferred	1,067	-	*	651	Ψ	779	Ψ	-	•	2,497	Ψ	3,843	
capital contributions	(698)	-		(651)		(779)		-		(2,128)		(3,474)	
	(38,191)	466		1,541		8,933		105,650		78,399		(45,940)	
Changes in non-cash working capital balances													
Accounts receivable Accrued interest	6,404	17,360		-		(16,400)		30		7,394		30,472	
receivable		-		-		-		(12,473)		(12,473)		1,788	
Prepaid expenses Accounts payable and	3,058	-		-		-		-		3,058		1,603	
accrued liabilities	(20,387)	_		_		(9,363)		(60)		(29,810)		(16,285)	
Deferred revenue	(,,	_		(3,593)		(14,400)		-		(17,993)		21,884	
	(49,116)	17,826		(2,052)		(31,230)		93,147		28,575		(6,478)	
Investing activities													
Transfer of funds	38,560	(17,360)		-		-		(21,200)		-		-	
Loans receivable, net	-			<u> </u>				(298,800)		(298,800)		321,259	-1-W
	38,560	(17,360)		-		-		(320,000)		(298,800)		321,259	
Cash position Cash increase (decrease)													
during the year Cash balance, beginning	(10,556)	466	1	(2,052)		(31,230)		(226,853)		(270,225)		314,781	
of year	6,988	52,511		5,665		76,162		995,154	•	1,136,480		821,699	
Cash balance, end of year	\$ (3,568)	52,977	\$	3,613	\$	44,932	\$	768,301	\$	866,255	\$ 1	,136,480	
Cash consists of: Unrestricted cash Restricted cash	\$ (3,568) 5	52,977 -	\$	3,613 -	\$	44,932	\$	768,301	\$	53,022 813,233	\$ 1	65,164 ,071,316	
	\$ (3,568)	52,977	<u> </u>	3,613	\$	44,932	\$	768,301	\$	866,255	0 1	,136,480	······································

The Auditor's opinion and notes to financial statements form an integral part of this report.

Schedule of Expenses

Year ended March 31, 2019, with comparative figures for 2018

	(General		Board	Р	rojects		SSS	Inve	stment		2019		2018	
		Fund		Fund		Fund		Fund		Fund		Total		Total	
Salaries and benefits															
Salaries	\$	208,984	\$		æ		φ	400 440	•		_				
Benefits	φ		Φ	-	\$	-	\$	108,416	\$	-	\$	317,400	\$	290,693	
Belleits		36,614		-		-		10,229		-		46,843		44,563	
	\$	245,598	\$	-	\$	<u> </u>	\$	118,645	\$		\$	364,243	\$	335,256	
						· · · · · · · · · · · · · · · · · · ·					<u></u>			000,200	
Occupancy & equipment															
Rent & taxes	\$	31,653	\$	-	\$	-	\$	-	\$	-	\$	31,653	\$	31,180	
Repairs & maintenance		2,818		-		-		-		_		2,818		3,605	
Equipment maintenance		338		-		-		-		_		338		1,175	
Capital expenditures															
under \$1,000		-		-		-		-		_				177	
Insurance		2,884		-		-		_		_		2.884		2,293	
Telephone and internet		3,847		-		_		571		_		4,418		4.639	
Utilities expense		4,297		_		_		-		_		4,297		5,081	
		.,								_		7,231		5,001	
	\$	45,837	\$	-	\$	_	\$	571	\$	-	\$	46,408	\$	48,150	
Director & community															
meetings expense	•	4 400	_		_		_		_						
Meetings	\$	4,128	\$	-	\$		\$	183	\$	-	\$	4,311	\$	2,194	
oan management															
Collection costs	\$	4,086	\$	_	\$	_	\$		\$	1,659	\$	5,745	\$	4.470	
	<u> </u>	1,000	<u> </u>		Ψ.		<u> </u>		Ψ	1,009	Ψ	3,143	φ	4,478	
Community development															
Public relations & marketing	\$	2.195	\$	_	\$	91	\$	5,143	\$	_	\$	7,429	\$	8,756	
Memberships/dues/	*	2,700	Ψ		Ψ	01	Ψ	0,140	Ψ	_	Ψ	1,425	φ	0,750	
conferences		8.682		_				50				8,732		E 240	
Consulting fees		4,289				_		30		-				5,349	
Business & community		4,203		-		-		-		-		4,289		-	
development		2,395				5,387		10 E46				40.000		40.400	
development	\$	17,561	\$		\$	5,478	•	10,546		-		18,328		13,183	
	Þ	17,561	- P	-	<u> </u>	5,478	\$	15,739	\$	-	\$	38,778	\$	27,288	
dministration															
Bank charges and interest	\$	170	\$	_	\$	_	\$	_	\$	35	\$	205	\$	533	
Software and technical					-		-		+		*	200	Ψ	300	
upgrades		_		_		_		9,463		_		9.463		4.658	
Office supplies		4,748		_		_		379		_		5,127		5,206	
Professional/administration		.,,				_		010		-		3,121		3,200	
fees		8,234		_				5,155				12 200		11.004	
Bilingual expense		736		-		_		5, 155		-		13,389		11,901	
Travel expense		5,782		-		-		000		-		736		1,826	
Training				-		-		903		-		6,685		4,828	
		1,123		-		-		-		-		1,123		2,359	
Miscellaneous		557								-		557		3,686	
	\$	21,350	\$	-	\$	-	\$	15,900	\$	35	\$	37,285	\$	34,997	

The Auditor's opinion and notes to financial statements form an integral part of this report.

Notes to Financial Statements

Year ended March 31, 2019

1. Purpose of the Organization

The North Simcoe Community Futures Development Corporation's primary purpose is to provide community economic development services in the region of North Simcoe. The Corporation's mandate is to support rural communities by providing strategic community planning and implementation, repayable financing for local businesses and a variety of business services for small and medium sized enterprises. The Corporation was incorporated without share capital on April 16, 1986 under provisions of the Ontario Corporations Act. The Corporation is to carry on business without purposes of gain for its members and any profits or other accretion to the Corporation shall be used in promoting its objects.

If the Corporation were to dissolve and after the payment of all debts, the remaining assets of the Corporation would be distributed or disposed of to another organization with similar goals and objectives as approved by FedDev Ontario.

The Corporation is exempt from income tax as per section 149(1)(L) of the Income Tax Act of Canada.

2. Significant accounting policies

Basis of presentation

These financial statements are prepared in accordance with Canadian Accounting Standards for Not-For-Profit Organizations. The significant policies are detailed as follows:

Revenue recognition

The Corporation follows the deferral method of accounting for contributions. Restricted contributions related to expenses for future periods are deferred and recognized as revenue in the year in which the related expenditures are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. The amortization of deferred capital contributions is recorded as revenue in the statement of operations on the same basis as the amortization of the underlying capital assets (see note 8).

Interest revenue in the Investment Fund is recognized on the accrual basis. The Corporation accrues interest on loans and mortgages in arrears until collection becomes doubtful.

Fund accounting

The Corporation uses fund accounting. A description of the funds is described below:

The General Fund accounts for the Corporation's program delivery and administrative activities. This fund reports unrestricted resources and restricted operating contributions from FedDev Ontario.

The Investment Fund was established to provide financing for new and existing enterprises in order to protect or create new jobs.

The Projects Fund reports restricted resources that are to be used for support of community initiatives.

Notes to Financial Statements

Year ended March 31, 2019

2. Significant accounting policies (continued)

The Board Fund consists of "internally restricted" funds which may be used for the benefit of the organization and the community at large as determined by the Board of Directors.

The Severn Sound Sustainability (SSS) Fund reports restricted resources that are to be used for activities related to the implementation of the Severn Sound Sustainability Plan. This plan addresses the goals, strategic directions and actions that ensure the sustainability of the Severn Sound watershed and to achieve a sustainable quality of life for all citizens by developing a common culture of environmental, economic and social balance.

Capital assets and amortization

Capital assets are recorded at cost. Amortization is calculated on a straight-line basis over the expected useful life of the assets as follows:

Assets	Expected useful life
Furniture and fixtures	10 years
Computer equipment	4 years

Additions during the year are amortized at one half of the above rates.

Measurement uncertainty

The preparation of financial statements in conformity with Canadian Accounting Standards for Not-for-Profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

Financial instruments policy

Financial instruments are recorded at fair value when acquired or issued. In subsequent periods, financial instruments are reported at amortized cost, and tested for impairment at each reporting date. Transaction costs on the acquisition, sale or issue of financial instruments are expensed when incurred.

Notes to Financial Statements

Year ended March 31, 2019

3. Capital assets

	~~				 2019	 2018
		Cost	Accumulated Amortization		Net book value	Net book value
Furniture and fixtures - General Fund Furniture and fixtures - Enhanced Operations Computer equipment - General Fund Computer equipment - SSS (Trillium)	\$	20,523 6,507 24,464 3,114	\$	18,334 6,179 23,911 1,168	\$ 2,189 328 553 1,946	\$ 2,888 979 921 2,725
	\$	54,608	\$	49,592	\$ 5,016	\$ 7,513

4. Continuity of loans and provision for losses on loans

The loans receivable bear interest at varying rates from 5% to 8.95% at fixed terms of twelve months to sixty months.

The loans receivable balance comprises:

	2019	2018
Loans outstanding:		
Balance, beginning of year (i)	\$ 3,563,110	\$ 3,884,369
dd - new loans advanced in the year	878,274	814,175
	4,441,384	4,698,544
Less - principal repayments	450,150	901,860
- loans written off	179,324	233,574
	629,474	1,135,434
Balance, end of year	3,811,910	3,563,110

(i) Included in loans outstanding is an amount to Future Health Services Inc. (a related party due to Board of Director representation) for \$200,000 (2018 - \$200,000). This amount bears interest at 6% and matures September 1, 2019. Subsequent to year-end the debt was converted to an equity position with an additional \$50,000 investment issued to bring the total equity investment in Future Health Services to \$250,000.

Allowance	for	doubtful	loane.
AHUWARCE	101	[3(3(3(3)))]	IOAHS:

Loans receivable	\$ 3,461,910	\$ 3,163,110
Balance, end of year	350,000	400,000
Less: loans, interest and fees written off	532,355 182,355	634,524 234,524
Balance, beginning of year Add: charges to operations	400,000 132,355	400,000 234,524

Notes to Financial Statements

Year ended March 31, 2019

4. Continuity of loans and provision for losses on loans (continued)

The Board of Directors determines the allowance for doubtful loans by providing for specific loan losses after reviewing outstanding loans on a loan-by-loan basis plus the use of an estimated percentage based on past experience for all loans for which no specific provision has been established.

The loan principal payments due to be received over the next five years are as follows:

2020	\$ 481,717
2021	412,393
2022	348,210
2023	431,894
2024	87,947
Subsequent years	2,049,749
	\$ 3,811,910

5. Government contributions

The organization entered into an agreement with the Federal Economic Development Agency for Southern Ontario from April 1, 2014 to March 31, 2019. During fiscal 2019, the organization received funding of \$276,985, all of which was spent during the year.

The organization entered into an agreement with the Ontario Trillium Foundation for funding of the Severn Sound Sustainability ("SSS") program in the amount of \$68,700. The agreement was for 11 months ending June 30, 2018. At March 31, 2019, the organization had received \$68,200 of which \$40,342 was recognized as revenue in fiscal 2018 and the remaining \$27,858 was recognized as revenue in the current fiscal year.

The organization entered into agreements with 7 local municipalities for funding of the SSS program in the amount of \$61,200. The agreement is from January 1 to December 31, 2019. At March 31, 2019, the organization had recognized \$15,300 as revenue on the statement of operations and \$45,900 was deferred on the statement of financial position.

The organization entered into agreements with 7 local municipalities for funding of the SSS program in the amount of \$64,200. The agreement was from January 1 to December 31, 2018. Of this amount, \$48,150 was recognized as revenue in the current fiscal year and \$16,050 was recognized as revenue in fiscal year 2018.

The organization entered into an agreement with the Federation of Canadian Municipalities for funding of the Sustainable Severn Sound's Local Climate Change Action Plan project from December 1, 2017 to November 30, 2019. Funding is paid upon completion of milestones reached and financial reports submitted. At March 31, 2019, the organization had received and recognized \$68,400 as revenue on the statement of operations.

Notes to Financial Statements

Year ended March 31, 2019

6. Deferred capital contributions

Deferred capital contributions related to capital assets represent the unamortized amount of government contributions received for the purchase of capital assets. The amortization of capital contributions is recorded as revenue in the statement of operations.

	2019	 2018
Balance, beginning of year Add: Contributions - SSS - Trillium Less: amounts recognized as amortization of deferred capital contribution for the year	\$ 6,591 - (2,128)	\$ 6,951 3,114 (3,474)
Balance, end of year	\$ 4,463	\$ 6,591

7. Other income

Other income in the General Fund consists of loan fees, rental income, administration fees charged to the SSS fund and office support fees charged to a third party.

8. Sustainable Investment Fund Transfer

The following amounts were paid for and expensed through the General Fund by way of a Sustainable Investment Fund Transfer (SIFT) as approved by FedDev Ontario:

	2019)	2018
Salaries and benefits Occupancy costs Community development Administration	\$ - 10,600 2,154 8,446	\$	25,155 1,811 - -
Balance, end of year	\$ 21,200	\$	26,966

9. Commitments

A total of \$500,0000 of loans had been approved but not advanced at March 31, 2019 (March 31, 2018 - \$180,000).

The Organization leases office space for its current location which matures on October 31, 2019. The future minimum lease payments under this lease to 2020 is \$21,517

Notes to Financial Statements

Year ended March 31, 2019

10. Financial instruments

(a) Credit risks

Credit risk arises from the potential that a counter party will fail to perform its obligations. The Organization is exposed to credit risk from its customers. It is the management's opinion that the Organization is not exposed to any significant credit risks arising from accounts receivable. Due to the nature of the Organization, the loans receivable are subject to significant credit risk.

(b) Interest rate risks

Loans receivable bear fixed interest rates on all loans. Consequently, there is no interest rate risk exposure.

There have been no changes in risk exposure from the previous year.